App. F. IX-4

1935.6 (S.O.F)

File No. 45-35

Previous References
O.O.f 14-33 (1-3)
O.O.f 30-32 (1-4)
" 30-32 (5-8)

Serial Nos. 16, 10, 13-15

Letter References.
S.O.f 27-34 (1-2)
f 7 16-40 (1-7)

Partial

GENERAL AND REVENUE SECRETARIAT.

Serial Nos. Thirteen

Part B for Delivery

SUBJECT.

Renewal of the Agency of Messrs Burn and Co for the distillation and sale of S. oil in U.S.A

WD 0418—GPB—22,500—29-8-36

Serial No.	
1	Letter no. 1758 dated 16th Dec: 1935 from the Director, S.O.F. recommending that the arrangements for the distribution and sale of oil in Burma through the Agency of Messrs Burn & Co be terminated from July 1936 and that the business may be entrusted to Messrs Rama Rao & Co.

Messrs Burn & Co. were employed as distillers of S. oil in Burma and also as Agents for sale of Sandal oil in that Continent for a period of two years in the first instance from the year 1929; they are being continued as Distillers and Sale Agents from time to time and their sanctions period of appointment expires by 13th July 1936. Whether they should be further Continued or whether their services should be terminated are points for consideration. The T.C. recommends Continuance and the Dir. is of his opinion that their services may be terminated and that the business may be given to Messrs G.P. Rama Rao & Co.

180-2-CB.
36-29-1817 6/29.
Z.

S.O.F. 14-33(1-37)
Cl. 13 of the agreement.
Y

NOTE—Contn Sheet.

WD 03594—GPB—30,000—18-7-35

File No. S.O.T. 45 of 1935 | General and Revenue Secretariat

2 The main reasons given by the Dist. in support of his recommendations (i) that the sales last year were 10,000 lbs less than the previous years, (ii) that the difference in price of oil to certain Customers created a sense among them and (iii) that they are both our distillers and sellers. The Dist. apprehends that their quantity of oil may not be up to mark and that their method of sale may be defeating.

There have not been any complaints about these within the knowledge of the Branch.

3 As regards (i) viz: the decline in sales last year, the T.C. has explained that the decrease was due to the reduced drawing of a particular firm which formerly had large stocks during the previous year.

Vide para 3 of E.D.D.O. 3801-4 T.C. 1-35-3 of 12.12.35

X

4 As regards (ii), viz: difference in price quoted to customers, it is stated that Colgate are supplying oil @ $3.50 in view of their being long standing consumers of oil and of their having entered to contract to purchase large quantities. Kind attention is invited to sales of oil to Canada during the past few months.

Taken from D. 2882-35 Sept. 45-34-7]

	June 1935 Quantity & Rate	Sept.
Colgate	600 lbs (3.50)	300 (3.50) 400 (3.50)
Ang Tractor	1 lb (5.00)	-
Parke Davis	75 (5.50)	-
Firestone	75 (5.50)	-
Patent stamps	25 (5)	25 ($5)

2891. with 2737, 2760 3

General and Revenue Secretariat | File No. S.O.S. 45 of 1935 | [App. E. III—2

Serial No.

5 The proposed optee Dir. to permit the sale of wood to messrs Rama Rao &c. to undertake distillation is for consideration and orders. It is not known what technical knowledge of distillation this Company possesses and what their financial position is to undertake a work of this magnitude. The question of sale of wood to this firm is separately under consideration and the T.C. report is awaited in that connection before further orders, with refres.

2760-38
Sec 81-36-9.
Limbdi

Secy
Fin. 23-12-35.
Secy
Fin 23/12/35

1) Vide file No S.O.S. 14-33(1-b) W.J. for agreements. Complaints with have to be addressed re: deviations, if any.

2) Vide Enclosure to Letter No. A-2255 S.O.S. 81-34-9 dt. 14.12.35 Limbdi. S.2760 Z

3) 4 monthly periods

4). Districts
1929-30 - 69925 lbs
1930-31. 55225 "
1931-32. 45725. "
1932-33. 22136 "
1933-34. 54727 "

Serial No.
67850 lbs
55225 "
26577 "
36386 "
53131 "

NOTE—Contn Sheet.

Rates realised during corresponding years will have to be ascertained from Dist.

b) 1) You may briefly note the terms of the agreements with Messrs Rama Rao &c. and notice any marked deviations for & there during the period of contract

2) Have we any figures relating to exportation of Non-Rayon wood into B.S.?

3) Is it true that all wood imported into the States is for purposes of distillation?

4) A statement of oil distilled, and sold by the Agents with rates realised may be prepared since the agreement came into force

WD 03594—GPB—30,000—18-7-35

Secy
23.12

Secy
24/12

Vide marginal note above.
Fin. 24-12-35. (Rs. 2 fees)
W.M. 12

File No. of 193 . | General and Revenue Secretariat

The Director's letter embodies two propositions both of which require very careful examination as very large interests of Govt are involved.

The first proposition is that the work of Messrs Burkart has not been satisfactory.

The main ground is that they have not secured for Mysore all the market in Sandal oil that exists in America and allowed rival distillers to sell an appreciable quantity. But the Director does not tell Burkart or Govt how this should be done or how the obliquities Rama Rao proposes to achieve this.

It has been calculated elsewhere the average quantity of true Mysore Indian Sandalwood entering America is 8 to 10 tons a month and as long as Natural Coorg Bombay places about 800 tons a year on the market and the prices in America give the best highest return as wood, there is little wonder that rival woods seek this market.

Even supposing the Mysore Govt and Messrs Burkart deliberately try to keep out this wood, what are the steps they should take except begin a rate war with (according to the letter of Messrs Burkart)

Serial No.

divers and enemy-producers who are asking us to inferior qualities. This will mean our reducing the selling rate to about 3-5 ℔ all round. Analysing last year's sales, we have arrived at a net sales of lbs 1266 as the sales excepting the contract with Pt Gopalji Pahmanji Parekh and lbs 746 on that contract averaging as the whole at to about 1000 lbs a line. If it is to keep out the other hand from the American market we reduce the price to 3-5 ℔ all round we should lose about $\frac{1264-746}{121.6} \times 27685$ or about 1,17,586. If the reduction is less the loss will be less but I am afraid this is not likely to be less than lbs 1 lakh of rupees. But to what purpose to assume a probable decrease of sale of about 100 lbs this year if we succeed in keeping out Nigerian Sandalwood. Are we quite certain that this average price and a month does not include exports for which we have no information. May not Bush Bros be right in their feeling that only small quantities are distilled by others.

It is true in regard to the quantity sold the figures indicate that Messrs Bush Bros are regaining the ground lost during the great depression consequent on the Wall Street crash. The following statement is self-explanatory.

WD 03594—GPB—30,000—18-7-35

NOTE—Contn Sheet.

	Rs.
1929-30	7,850
30-31	55,225
31-32	26,577
32-33	36,386
33-34	53,131
34-35	43,285
5 months 35-36	23.779

1/4. There seems to be no reason why dissatisfaction with the position if we review it taking all factors into consideration. We cannot endorse the work of Messrs Bush & Co in the price of Rs. 5/8 to Messrs Crystal Palmyra Products Ltd. must have examined the question and thoroughly approved the rate.

2/4 We must remember that Messrs Bush & Co's terms are very fair; The yield is very good we are securing both qualities good and poor at no loss. The charges are better than the contract figures and there has been no complaint against the oil. In fact it has been pronounced good. The objection is caused by comparing them as more superficial.

3/4. The next point is that even granting that it is possible to further Mysore Govt to get better rates, where should the work for the right people?

Serial No.

17. It is a pity the Director has not referred the credentials of Messrs G.P. Rama Rao & Co for undertaking this kind of work or has he sent their offer in original. Perhaps it is all based on vague reports in personal conversation. We do not know what experience they have had of American exhibitions or for the matter what the market for sandalwood or oil are anywhere in the world. What is their financial backing and what guarantee do they furnish against their taking Rs 60 to 80 lakhs of wood a year during the next two three years. What have they produced if they fail. What business have they done either in this or any other line? We do not know except that they have been coming up with some proposal or other about sandalwood or oil for the last six year.

18 Where does the Director's proposal lead us to? As I have already said we have not sent any wood to America & if any specimens have also been sent according to Director's account this is wood rubbish and to Messrs G.P.R & Co at some advantageous rate. Even assuming an average of 800 Rs a ton, the net return to the Govt in the first year will be $\frac{60.000}{121.6} \times 800$ or less than Rs 4 lakhs actually Rs 3.94.700 against Rs 3.85.900 in the year 34-35 where we got only 43285 fallen in

NOTE:—Contn. Sheet.

WD 03591—GPB—30,000—18-7-35

Extension of the existing S.O. contract with
Messrs Bush & Co 2:41

S.O. 7 File No. 45 of 193 5 | General and Revenue Secretariat

OFFICE OF THE SECOND MEMBER OF COUNCIL.
31 DEC. 1935
No. SILS

from making allce. for the payment in cash on a 4% basis and 6 months interval the comparison will be Rs. 3,94,700 against 3,78,333 Rs.

For a probable permanent increase in the rate of 137.5 tons, the Govt would get about 16 500 Rs or about 120 Rs a ton.

19. The Ships concerned, we may continue the agency of Messrs Bushes as recommended by the Trade Commissioner. They have done well by Myanma during the last six or seven years and there is no reason why they should not continue to do so in future also.

20 Once this question is decided the terms of the contract may be reexamined to introduce any possible improvements.

Secretariat

HW.
7.12.35
Wg.
21.

21 We may talk this Matter over at the meeting of the S. O. board tomorrow

HW.
1/1/36

22 The terms of the contract with Messrs Bushes may be examined after file received in a week.

HW
3.1.36. Wg. 1

General and Revenue Secretariat | File No. S.D.F. 45 of 1935. | [App. F. III—2

Serial No.

W-V

23 Please see file no. S.D.F. 14-33 (1-3) with regard to the two agreements with messrs Burn Co. The agreements are generally alright, messrs Burn Co. have not been rendering their monthly accounts as required by Cl. 9 of the distilling agreement; but the T.C. has been requested to ask messrs Burn Co to submit their accounts regularly in future. The incompetence may also be requested to offer his remarks, if any, about the existing agreements.

Ack. No. 1. 4.36

Reminder 2 of 4.35-36 10.1.436 with S.D.F. 14-33 (1-3)

kly 10/1 put up forwarded with compliments to the Comptr. for favour of remarks regarding the working of the agreements with messrs Burn & Co. The file may kindly be returned early.

D.O. Kumaraka for Dy Sec'y 10.1.36

606/S/H 13 JAN 1936

H2/13/1 E250/330/15-1

Rw. 1611

WD 03594—GPB—30,000—18-7-35

Serial No.

623/Spl. 5.2.36

U.O. No. 772/I.A.D. Dated 4th February 1936.

25 Returned with compliments.

26 Monthly accounts re. the Sandal Wood received, wood distilled, oil expelled and sold, balance of stock of wood and oil are being received from Messrs Bush & Co in the Factory and these are also being audited locally. They are also sending statements of monthly account ~~rates~~ sales, remittances, with Bank challans and outstandings.

27 They have furnished Insurance Policies worth $ 1,20,000 as required under Clause 8 of the distilling agreement and two surety bonds worth $ 60,000 each under Clause 11 of the distilling agreement and clause 14, of the Sales Agreement. The Surety Bonds were returned to the Director, Sandal Oil Factory, with this office letter No.873/I.A.D. dated 23-4-35 for getting them modified in accordance with the opinion furnished by the Government Advocate. They have not yet been received back in this office. The Director has been reminded in this matter.

S.O.7 6.2.36

28 Government directed in their order No.D 4186/S.O.F. 5-31-19 dated 28-2-33 that Messrs Bush & Co. should give details of distillation for each lot of 25 tons, which they have not been furnishing. The matter was reported to Government (Vide para VI of the Audit Report for the year ended 30-6-34) and it is now ordered that this question may be considered by the Director while

WD 03594—GPB—30,000—18-7-35

negotiating the terms for the continuance of the agency (Vide Order No. D 4136-38/S.O.F. 74-34-4 dated 7-1-36).

29 The manufacturing cost of sandal oil per lb by Messrs Bush & Co., was Rs. ~~1974~~ 1.974 according to the Balance Sheet and accounts for the year ended - - 30-6-1935 and is much less than the Factory cost of manufacture which is Rs 2.718 for the same period. The yield of oil has been not less than 5% on an average.

30 The Agency of Messrs Bush & Co. judged by the basis of accounts rendered and with reference to conditions of the agreement both for distillation and sales may be considered as working on the whole satisfactorily.

A. Rajaram

P.A. Comptroller.

Sd

6/2

3 4 1 12

Serial No.	
	Letter no. 2031 dated 16th January '36 from the Dir. S.D.F. submitting for orders the draft of a letter proposed to be issued by him to the T.C. in the matter of the removal of New York Agency.
D.2891/S.D.F/45.35-1	3/ The file about the removal of the agency of messrs Rusk Bros. for distribution of S. wood at N. York has been referred unofficially by the Comptroller. This question was
10.1.36.	discussed by the S. Bd Board on 2nd January 1936 and it was then re-
D.3198	solved to find out if better terms than those now in force could be obtained from messrs Rusk Bros. or from any firm of chemists and distillers of equal or higher standing in U.S.A. It was also resolved that the terms of the letter to the T.C. should be settled under the instructions of Govt. The draft of the letter to the T.C. is for orders.
48½/29/1	K.G. 29.1.36. (Draft very) 29.1
D.46089/30.1.36 2.0 Rem. to Comptroller	32—Please obtain the file from the Comptroller at once for perusal 29.1.

NOTE.—Contn. Sheet.

WD 03594—GPB—30,000—18-7-35

29.1.

30.1

Extension of the existing S.O. Contract with M/s Burn & Co

13

2891
3290

File No. : 807 43 of 193 5

General and Revenue Secretariat

33) The file returning from the C.D.O. Surat for perusal. Except that messrs Burn Bros. are not giving details of distillation for each lot of 25 bags, the correspondence does not suggest any change in the terms of agreement.

34) The Dist. has sent for orders a sketch of a letter proposed to be issued by him which T.C. 21 was attending in the S.D.B. meeting on 2.1.36 but which was cancelled leaving option letter should be settled under the instructions of Govt. Surat orders pp 19.11.2936.

Para 28 Refer

T

2.1.36

(Illegible) 6/1. 12.2

5/148 12/2

35 I have carefully examined the two documents and have no material changes to suggest.

36 As the Comptroller has remarked, messrs Burn Bros have been doing the work very satisfactorily and maybe continue. But as decided at the Board of Revenue, we may try to secure better terms if possible.

37 An alternative draft letter to the T.C. is suggested.

Secretariat

HW. 25.2.36.

38. Recd 26/2/36. 25-2

OFFICE OF THE SECOND MEMBER OF COUNCIL. 27 FEB 1936 NO. 65 37

Renewal of the Agency of Messrs Burn & Co

General and Revenue Secretariat S.O.7 File No. 45 3290 of 1935 [App. F. III—2

Serial No.	
	39 For perusal before issue S Dewaraj MW. 26.2.36.
	40 MS 26-2-36 MW 27.2.36.
	41 Issue VP 27.2
2	D/Letter No D. 5303 of 28.2.36 To the T.C. States that it has been suggested to Govt that it would be an advantage if the distillation and sales were entrusted to two different agencies and calls for his views in the matter.
3	Letter no 2626 of 16.3.36 from the Dist. S.O.7. soliciting early views about the Continuance of the Agency of Rush &c.
4	Cable of 17.3.36 to the T.C. stating that Govt are willing to continue Agency of Rush &c. subject to discussion of terms, and adding that his reply is awaited to the office letter of 28.2.36.
	Copy to Dist. S.O.7. No. D. 5712 of 1936

DEWAN'S OFFICE 26 FEB. 1936 No. 5303

27 FEB. 1936 S.O. SECT.

Secretariat 2/3/36 2/3

(Vide also D. 4342-35)

GEN. & REV. SECRETARIATS 20/3/36 21/3

NOTE—Continued on DEVOLUTION BRANCH.

WD 09594—GPB—80,000—13-7-35

3859, 4357
3290, 4501

15

Renewal of the Agency of Messrs Rusk &c.

File No. S.O.7. 45 of 193 5

General and Revenue Secretariat

Letter dt 20th March 1936 from the T.C. submitting his report regarding the Continuance of the Agency of Messrs Rusk &c.

42 The question of renewal of agency of Messrs Rusk &c. was considered by the S.O. Board on 2nd January 1936 and a letter was issued to the T.C. on 28th February 1936 asking him to examine the question in the light of certain observations made by Govt. and to submit his proposals.

43 The T.C. now reports that he has studied the question with great care in consultation with Mr. James Rusk and recommends continuance of the Agency by the Govt, and adds that "other distilling firms are not so well placed for economical distillation as W. J. Rusk and are not likely to be able to offer their oil at a lower price". He however expects to submit a report later after his visit to America.

44 The T.C. suggests modification of

Renewal of the Agency of Messrs Rush & Co.

3290, 3559, 4354.
4501

16.

General and Revenue Secretariat | File No. | of 193 . | [App. F. III—2

Serial No.

terms regarding acceptance of a guarantee from Messrs Rush & Co. instead of a Small Bond and also reduction in the selling commission on the Col. gate business from 3% to 2½%. The proposal of the T.C.S. for years, the Dir. S.D.F. may also be consulted by The T.C. Branch Cable instructions.

K.S. 1.4.86 — D.W. Keay 1.4.86

6534 M/M

4 5 On the whole Messrs Rush & Co have done well and now that the market situation has been sufficiently improved on them, we may continue the understanding for a further period. The reduced commission on colgate business may be accepted but not the change in the terms of guarantee. The gain is so small compared with the risk.

4 b. We must impress upon the T.C that the agency and basically during the next visit whereas should make a complete study of the American added of American wood tools, parts and related hardware with the stage of being agreed as a new mission.

4) But before submission, the Dir D.C may be consulted why.

MM. 5.4.86.

W. 6.4.86

NOTE.—Contn. Sheet.

WD 03591—GPB—30,000—13-7-85

(2) Renewal of the Agency of Messrs Rausch &c.

17

File No. Lon 45- of 193 5 | General and Revenue Secretariat

48 Forwarded, with Compliments, Issue 23 of 1936
to the Director of Land and Customs, 7-9-45L
for favour of remarks.

By order

For Secretary to Govt.

28H2/12ie
9.4.36.

Development Dept. 9.4.36

Returned with compliments.

49) Government in their letter No.D.5303/S.O.F. 115-35-2 dated the 28th February 1936, had invited the views of the Trade Commissioner on the question of having distinct agencies for distilling and selling instead of as at present combining the two offices in one firm. The Trade Commissioner in his letter dated 20th March 1936, states that it would end in disaster obviously. He has not given any reasons as to why he thinks so. I have submitted that the recognised practice in America is to sell through Jobbers and that the sales are not looking up possibly because we do not follow this practice.

50) In a recent communication received by the Trade Commissioner from our American Agents, they say that information regarding the rate at which our

Serial No.

oil is sold to Messrs. Colgates has become known to other firms and it is likely that such a leakage would affect our sales and realisations during future years. I have said in my letter No.2623 dated 16th March 1936 that we cannot very well refuse to sell to others at the rate we have sold our oil to Messrs. Colgates and in that case the price realized per ton of wood will be only about Rs 750/=. There is the other aspect. A customer may resent such a discriminating distinction and may decline to have anything to do with us. A person under a sense of injured pride may think nothing of paying a higher price for a rival oil. The Review of the Trade of India in 1934-35 shows an import of 1300 lbs of oil inspite of the 25% duty. Further, Messrs. Colgates are not likely to stand by their contract as the Trade Commissioner says that they may ask us to extend the period to the end of the year instead of taking all the oil they contracted for by the end of June as their soaps are not selling as briskly as they expected when they made the contract.

The offer of Messrs. Dodge & Olcott gives us a chance to retrieve our position in America. Let Messrs. Bush & Co. give us the guarantee that they will consume at least 500 tons of our wood per annum. Without this guarantee, the concessions they offer

NOTE.—Contn. Sheet.

WD 03594—GPB—30,000—13-7-35

19 Renewal of the agency of Messrs Bush & Co.

4501

S.07 File No. 45 of 1935. | General and Revenue Secretariat

are not much. I would urge that the Trade Commissioner should go to America, interview some of the other distillers and dealers and secure the best terms possible on the guarantee basis. The value in terms of oil of the non-Mysorean Sandalwood imported into America is about 20,000 lbs. Without making any allowance for adulteration, the consumption in America cannot be less than about 70,000 lbs.

52) My submission is that further enquiries be conducted by the Trade Commissioner before we decide the point. If the terms offered by Messrs Bush & Co. are equally good, let us prefer them, but let us in the first instance explore all possibilities of securing better business.

Director,
S.O.F.

MG) 9-4-1936.

53) For orders.

11.4.36

58) I would authorise the Trade Commissioner to continue the agency arrangements with Messrs Bush & Co.

OFFICE OF THE SECOND MEMBER OF COUNCIL
11 APR. 1936
NO. 1857

OFFICE
14 APR. 1936
No. G.207

Serial No.

7857

for a further term of two years. The sales commission on Colgate's own way be reduced to 2½ per cent. The firm's offer to substitute their own guarantee for the surety bond of an Insurance company cannot be accepted.

5?) Before executing the contract as above the Trade Comm. may visit America and satisfy himself by local enquiries that no better alternative is possible and that Messrs Bush Bros will exercise the utmost vigilance and see that our oil is taken, if possible, by persons who are looking to other sources for their supplies

Delhi) 13/4/36

Mm.

8/Mg
15-4-36

6?) I agree.

6?) It is stated in the tender that a 1500 ton oil cake ship (presumably) visit Amercia. How can they (can they) able to take oil in face of a 25% import duty as against free oil?

Mr. Arab point which I.C. shd enquire into

WD 03591—GPB—30,000—13-7-35

Renewal of the agency of Messrs Bovril & Company.

21

S.O.(I) File No. 45 of 1935

General and Revenue Secretariat

OFFICE OF THE SECOND MEMBER OF COUNCIL
21 APR. 1936
No. 8116

I make a detailed report about it.

MJ
15-4-36

62) nil
16/4/36
17.4.36.
W.
17.4.36

63) Asst. Secretary
K.S. 17.4.36 — 64) nil
W.
20.4.36

65) Draft D.O. for attest
Superintendent
21.4.36.
W.
21-4-36

To typing section with compts for kindly getting a clean draft typed
RS Typist
21/4

66) nil
22/4/36
22.4.36.
W.
22.4.36

To Issue
W.
23.4.36.

TYPING SECTION
21 APR. 1936
GEN. & REV. SECTT.

TYPING SECTION
22 APR. 1936
GEN. & REV. SECTT.

Serial No.	
6	Do. Letter No. D. 6382 dy 25-4-36 To The T. C. States that he is authorised to continue the Agency arrangements with Messrs. Bush & Co., for a further term of two years, the sales commission on the large orders placed by Messrs. Colgate may be reduced to 2½ % requests him to avoid any unnecessary correspondence and conclude the contracts for a clear report in the matter of the import of 1300 tons of Sandal oil into America. Memo No. D. 6383 dy 25-4-36 Copy to Dy S. O. 7.
	See Rlg. 27-4-36
	REV. SECRETARIAT 30 APR. 1936 DEVELOPMENT SECTION
8	Letter no. T.C./S dy 20-11-36 from the T.C. stating that the quantity of 1300 lbs of S. wood oil imported into America was bought by Messrs Magnus Mabee and Reynard Ltd: Kanpur at a lower rate than Mysore oil and that the firm is understood to be ajving hopes that the Kanpur distillers who they would try to introduce their oil in the American market more and more.
9	Letter dy 24-11-36 from the T.C. that the Agency of Bush has the firm for 5 years.
	68 The two letters abstracted above are sent for perusal with refce. to this office
8f. b.	2. letter no. D. 6382 dy 25-4-36 and para 58-b1 of our notes.

NOTE.—Contn. Sheet.

WD 03594—GPB—30,000—18-7-35

23 Affairs of Bush Tea. 45501-35
1478
2237 2811, 2907

File No. 507 45 of 193 5 — General and Revenue Secretariat

6a In para 8 - page 19 of the notes, the T. member minuted that the agency terms of Messrs Bush Tea. be continued by a further period of two years from July 1936. The T.C. has studied the question first-hand in America and recommend that the Agency be continued for five years instead of by 2 years as now ordered as it would ensure a feeling of stability in the minds of the agents and would encourage any necessary outlay of expenditure both with regard to the maintenance of the plant and also with regard to the maintenance of the efficiency of the staffs ideally. The proposals for orders

KB · 12.12.36. CB — Dev Sec 12.12.36

7a The T. C's recommendation may be adopted

Secretariat 14.12.36.

7b May I be sent the Memo. Dev. Sec. 14.12.36 for perusal and early return with his remarks if any.

Dev. 15/12/36.

15.12.36. 16.12.36.

OFFICE OF THE SECOND MEMBER OF COUNCIL
14 DEC. 1936
No 2889

Serial No.

V.O. memo No. 232 of 36-37 dt 15-12-36

72 Forwarded, with compliments, to the Director, S.O.F. for personal and early return with his remarks, if any.

By order

K. Sreeram
for Secretary to Govt.
Development Dept.

14955 23-12-36.

Returned with Compliments. for five years.

73 The Agency period may be fixed. But in views of the long period and the sense of security enjoyed by the Agents, the question of reducing their Comm^n from 3% to 2½% may be considered. (In the case of Colgate Contract it is already 2½%. This 2½% may be made general). In the case of Kundal oil business 2½% is not unreasonable, unless the price is reduced so much that the Agents' income will be disproportionately small.

74 The T.C. has also proposed that the Canadian Agency also may be for five years. That may also be approved.

Boothby
23-12-36

SOF
23 DEC. 1936
INDIA OFFICE BRANCH

75 Subd with regd. to para 71 above (The T.S. will have to be consulted about the reduction of commission from 3% to 2½%.)

14-C
23.12.36

Dev Secy
23.12.36

4493 24/12

NOTE—Contn. Sheet.

WD 0417—GPB—30,000—8-9-36

Agency of Messrs. Burn & Co. for distillation & sale of sandalwood oil in Mysore

Govt File No. 45 of 1935 — General and Revenue Secretariat

Serial No.

16 For orders. They have accepted the lower commission as stipulated under. The balance may be taken at about 3000 lbs and at an average rate of Rs 2 #, The reduction proposed will amount to about 1600 Rs a year. This point has been pressed once and it does not seem desirable to persist it.

Secretary's note, dated 21.12.36.

Agreed. 24.12.

(17) What is the further required for terminating the agreement?

Nil.

27/12/36.

Nil. 27.12.36.

Agreed. 27.12.36

18) While the Govt. Order dated 17-8-1925 provided for the termination of the agreement on three months' notice on either side, both the distillation & the sale agreements with Messrs. Burn & Co. dated 13.7.1931 are terminable under clauses 13 & 15 thereof respectively, after the expiry of the period of 5 years or sooner under the next two following clauses, viz. upon the commission by the Co. of any irregularities or fraud on the part of the Co. (Cls. 14 & 16) or in the case the Co goes into liquidation etc (Cls. 15 & 17).

Submit for Regn orders of the Member dated 27.12.36

Key by 31/12

N.O.

OFFICE OF THE SECOND MEMBER OF COUNCIL
26 DEC. 1936
No. H240

Agency of Messrs Bush & Co for Distribution & Sale of S. Oil in U.S.A. No (W)

General and Revenue Secretariat

File No. of 193 .

[App. F. III—2

OF
SECOND M[illegible] OIL
No 4613

Serial No.

79

The agreement with Messrs Bush and Co expired on 13.7.36 and it has not yet been renewed. In Dewey's D.O. letter of 25.4.36 (Flag E) the I.C. was authorised to continue the agency arrangements with that firm if after personal enquiry Conduct leads the I.C. felt satisfied that no better alternative was available The I.C. does not seem to have renewed the agreement yet. The agreement which expires in July last did not provide for any notice for terminating it. (Flags N and O)

66 S.I. 2/1/37

Dewey 2.1.37

Secretariat MW. 7.1.37

W 7.1.37

8° The proposal of the Trade Commr, concurred in by the Director of C.O.T., to grant the agency to Messrs Bush & Co for five years, may be approved. But provision may be made

x from 14-7-1936.

NOTE—Contn. Sheet.

WD 0417—GPB—30,000—8-9-36

Serial No.

for its termination on Six months' notice by either party. May be subs to the Dewan

Nil
8/1/37

Dewans

MW. 8.1.37.

W 8.1.37

81 Mr
9-1-37 MW 11.1.37

W 11.1.37

82 Dft: Ltrd
18: 13-1-37.
CB

Dew Secy W 13.1.37

83 MW 15.1.37.

84. Issue
W 15.1.37.

DEW'N'S OFFICE 2477

4938/1871

TYPING SECTION 4-30 15 JAN. 1937 GENL & REV. SECTT.

Letter No. D.4478 S/16-1-37 fm The Trade Comr. 10

. conveys approval to the recommendation Memo Nos D.4479-80 fm & copy to Sheikh S.O.F. & Rev. Secretariat 18 JAN. 1937 Secys. 8.1.37

and this complete.

Letter no. T.C./S 82.4.37 from the T.C. DEVELOPMENT BRANCH 13 (for agreement)

stating that the clause re Six months' notice was raised on a previous occasion and allowed to be dropped, and stating that the terms of agreement as originally contemplated may be allowed to stand.

Agency of Messrs. Bush & Co. for the distillation and sale of Sandalwood Oil

2907
5621

28

General and Revenue Secretariat | File No. S.O.7-45 of 1935. | [App. F. III—2

Serial No.

84:50

85 Sanction has been accorded to the continuance of the agency of Messrs Bush Bros. for distillation and sale of Sd. oil for five years from 1.7.1936. The I.G.F. was informed that provision may be made in the agreement with Bush Bros for the termination of the agency on six months notice on either party.

OFFICE OF THE SECOND MEMBER OF COUNCIL 26 APR 1937 NO 7652

86 The T.P. reports that Messrs Bush Bros. represent that the clause re termination of agency on 6 months' notice may be omitted as Cl. 15(2) provides sufficient safeguards. The T.P. made a similar representation on a former occasion and Govt. were pleased to direct that the clause be omitted. The present request of the agents may perhaps be accepted also. Subject to orders. (Vide para 88).

S.O.7.14-33(1-3) IV-Q.

18.22.4.37.

S.O.7.30-32(Vol.4)

87 (Please see Para 22. for the G.A's opinion in that file, that the clause in question may be omitted). UO 24/4/37

Dy Secy to M. 4.37

Second M')

UO 24/4/37

88 Issued 27/4/37

Dy to M. 26.4.37

NOTE—Contn. Sheet.

WD 0417—GPB—30,000—8-9-36

89 Upp filed 18.30.4.37

90 Issued 30/4/37

UO 27/4/37

Dy to M. 27.4.37

Agency of Messrs Boosh & Co for the distillation & sale of Sandal Oil.

29

File No. SW 45 1361 of 1935. | General and Revenue Secretariat

Serial No. 14

Letter No. D. 7426 dt 4-5-37 To. The I.C
- Enquiry approval to the proposal
Memo No. D. 7427-28 dt 4.5.37. 7th copy to the
Comptr and the Dir-S.O.F.
Letter no. 308 dt 4.9.1937 from the
Dir. S.O.F. forwarding copies of distillation and selling agreements
entered into with messrs Boosh &c...

91 Noted for perusal. The terms are practically the same as those contained in the agreement for the previous period. It is noticed that the agreements were signed by Mr T.V.R. Sivaraman as Director S.O.F. Strictly speaking, they should have been signed by Mr. Sealy.
18.2.0.9.1932
DOW

Dev Secy 20.9.37

Secy Revenue 23.9.37

28.9.37

Sec MB. 7-5-37

GEN. & REV. SECRETARIAT 7 MAY 1937 DEVELOPMENT BRANCH.

S.O.F.14.33 (1-3). NSD.

OFFICE OF THE SECOND MEMBER OF COUNCIL. 24 SEPT. 1937 NO 240 F

GEN. DEPTT. DIARY 28 SEP. 1937

GOVERNMENT OF MYSORE

ADDRESS FOR TELEGRAMS: SANDAL BANGALORE
CODE USED: "BENTLEY'S"

SANDALWOOD OIL FACTORY

Bangalore, 2nd January

No. 1876
Enc. Statements

Immediate

Dear Sir,

As desired by you on the 'phone I send enclosed statements showing the particulars ~~quantities~~ of Sandalwood Oil sold in America and the rates realised during the year 1934-35 as also for the period from 1st July 1935 to end of October 1935.

Yours sincerely,

M K Ramiengar
2.1.36

M. Venkatanaranappa Esq., B.A.,
Secretary to Government,
Development Department,
Bangalore.

MG)

American Account-sales for the year 1934-35:

Name of party.	Quantity of oil sold. lbs.	Rate per lb.
Messrs.:--		
1. Beyer Chemicals.	5	£.5.50
2x£	20	5.75
2. Comp Duval.	40	6.25
	25	sh.21
3. Magnus Mabee	300	sh.20
	900	£.4.75
	200	4.80
4. Fritzsche Bros.	200	sh.20
	000	19
5. Planten	425	£.5.50
	800	5.25
	300	sh.20
6. Roberts	4	£.6.50
7. Warner	100	5.00
	200	5.10
8. Horner	100	5.17
9. Brewer	150	4.75
10. Gephart	1	6.50
11. Sharpe & Dohme.	300	5.50
	1000	5.25
	1000	5.15
	700Ø	sh.20
12. Lilly	500	£.5.15
	2800	5.00
13. Parke Devis.	4750	5.00
14. Upjohn	20	5.80
	25	5.50
15. Standard Pharmaceuticals.	4	6.50
16. Colgate. ..	15600	3.50
17. Bowman Drug. ..	2	6.50
18. Arner & Co. ..	2	5.75
	28	5.65
	22	5.50
	40	5.25
19. Carlova ..	250	5.35
20. Elizabeth Arden ..	1	5.50
21. R.M. Singer ..	½	8.50
22. West Coast Wholesale Drug.	4½	8.00
	2	7.50
23. Etab Rigand. ..	700	5.30
	400	5.00
24. Overton Hygenic. ..	5	6.00
Total c.o.	34,926.	

	lbs.	
Total qty.B/Ed.	34926	
25. Ungerer.	5200	sh. 18/6
26. Comp Parento.	100	$ 5.00
27. Abbot Laboratories:	100	5.30
	500	5.00
28. Dodge & Olcott.	1000	sh. 19/-
29. Standard Oil Co.	4	$ 6.00
30. Williams.	50	5.25
31. Jamieson	25	5.50
	~~75~~ 50	5.25
32. Dealers Sales.	3	6.00
33. Citrus & Allie	25	5.00
34. Stearns.	300	5.25
35. Riminis.	1	7.00
36. Keystone Laby.	25	5.50
37. Morgan	1	6.50
38. Webster	100	5.50
39. Superior Pharmacy.	2	7.50
	1	6.75
40. Manheimer	300	sh. 20/-
41. Lambert Pharm.	50	$ 5.10
42. Fraser Tablet.	1	6.50
43. Givandan	100	sh. 20/-
44. Meyer Bros.	100	$ 5.15
	100	5.00
45. Andre Lals.	3	6.00
46. Seltzer Co.	5	5.65
47. United Laby.	4	5.65
48. Ulen Chemicals.	1	7.00
49. Merrel.	100	sh. 20/-
50. McBrady.	5	$ 6.50
51. J.D. Jameison	1	6.75
52. Sherwood	2	6.75
53. Proctor & Gambl	100	4.92
Total:-	43,285	

atk-3).

B.S. Iyengar

American Accounts Sales for the period -JUly to end of October 1935.

Name of Party.	Quantity of oil sold in lbs.	Rate per lb.
1. Magnus.	500	$. 4.80
2. Webster.	100	" 5.50
3. Fritzsche.	1200	Sh. 19/=
4. Planten	550	" 20/-
5. Sharp & Dohme.	900	" 20/=
6. Comp. Parento.	100	" 20/-
7. Lilly.	1600	" 20/-
8. United Lab.	8	$. 5.65
9. Seltzer.	5	" 5.65
10. Stearns.	100	" 5.25
11. Colgate.	8000	" 3.50
12. Royco.	8	" 5.65
13. First Texas.	5	" 5.75
14. Boyer Chem.	5.	" 5.75
15. Manheimer.	200.	Sh. 20/-
16. Picciano Bros.	8	$. 5.75
17. Synfleur.	30	" 5.80
18. Andrea Labs.	1	" 6.00
19. Upjohn.	20	" 5.65
20. Parke Davis.	750	" 5.00
21. Proctor & Gamble.	550	" 4.98
22. Ayer.	100	" 5.00
23. Ulen Chem.	1	" 7.0
24. Brown.	1	" 6.0
25. Eby.	1	" 5.75
26. Standard Oil.	3.	" 6.0
27. Jamieson.	75	" 5.25
28. Etab. Rigaud.	100	" 5.00
29. Allied Pro.	25	" 5.55
30. Lambert Pham.	25	" 5.10
31. Brewer.	200	" 5.00
32. Horner.	100	Sh. 20/-
33. Graefenberg.	1	$. 6.00
34. Ungerer.	1000	Sh. 18/6
Total.	16282 lbs.	

Mysore,

31st. December 1935.

B.S. Iyengar

Deputy Director I/C.

Sandalwood Oil Factory.

GOVERNMENT OF MYSORE

5

ADDRESS FOR TELEGRAMS:
SANDAL
BANGALORE
CODE USED: "BENTLEY'S"

SANDALWOOD OIL FACTORY

Bangalore, 16th July, 193 5

No. 226.
Enc.

Dear Sir,

With reference to the telephone enquiry from your office regarding Sandalwood Exports to America, I note below the same for your kind information.

Export of Sandalwood from July 1934 to May '35.

	Total Export as per Sea-borne Trade Statistics.	Factory Quota
America ...	314 Tons	200

Yours sincerely,

M. Venkatanaranappa Esq., B.A.,
Secretary to Government,
Development Department,
Bangalore.

MG/

GOVERNMENT OF MYSORE

b

ADDRESS FOR TELEGRAMS:
SANDAL
BANGALORE
CODE USED: "BENTLEY'S"

SANDALWOOD OIL FACTORY

Bangalore, 17th July, 1935.

No. 230
Enc.

Dear Sir,

In continuation of this office letter No.226 dated 16th July, 1935, I note below the particulars of Sandalwood Exports from India to United States America during each month commencing from March, 1934, with the Factory quota.

United States of America.	Exports of Sandalwood per Sea Borne Trade Statistics. Tons.		Factory Quota. Tons.
March, 1934	100		50
April "	55		50
May "	-		50
June "	55		50
July "	50	278	25
August "	20		25
Septr: "	50		25
October "	33		25
November "	25		-
December "	-		50
January '35.	50		50
February "	50		24
March, "	24		5
April, "	5		7
May "	7		-
			61

June
July

Yours sincerely,

V.K. Ramiengar

Venkatanaranappa Esq., B.A.,
Secretary to the Government
of Mysore, Development Department,
Bangalore.

MG/

S.O.F. 45-35-1

2737
2679

Tele. Address:—"Sandal Bangalore"

SANDALWOOD OIL FACTORY,

Bangalore, 16th Decem: 1935

No. 1758

17/12

2491

From

S. ABDUL WAJID, Esq., B.A.,

Director, Sandalwood Oil Factory in Mysore,

BANGALORE.

To

M. VENKATANARANAPPA ESQ., B.A.,

Secretary to the Government of Mysore,

Development Department, Bangalore.

S i r,

I have the honour to state that the Trade Commissioner has in his letter dated 8th November, 1935, requested me to recommend the extension of the existing contract with Messrs. Bush & Co., New York, for a further period of 5 years from June next when the present arrangement terminates. I have replied to him that I am awaiting their reply to his letter in which we had asked them to explain why large quantities of Sandalwood were being imported into America for distillation when we had our oil ready there.

I have submitted to Government with my letter No.1673 dated 9th December, 1935, copy of Messrs. Bush & Co's reply to the Trade Commissioner's letter received here by the last mail direct. I am awaiting the Trade Commissioner's comment on it. Messrs. Bush & Co. have not satisfactorily accounted for the heavy importation of non-Mysore wood to U.S.A. The wood that is imported is intended purely for distillation. The cost of oil distilled out of this could not be lower than the price at which our oil is sold in America. We sold oil to Messrs. Colgate at 3.5 dollars. The price of wood at that rate would be Rs 750/- per ton. The price paid for the non-Mysore wood of the kind ranges between Rs 850/- and Rs 950/- per ton. Messrs. Bush & Co. say that the importation of this wood is negligible as they have not felt the effect of competition. But it is not so. 20 per

cent of the wood imported into America has been non-Mysorean wood. Our sales last year have been 10,000 lbs less than the previous years. Neither have Messrs. Bush & Co., given any satisfactory reason for not submitting the market reports from time to time as they are expected to do. They say that in their letters to the Trade Commissioner they indicate from time to time the prevailing market conditions etc. I have gone through the copies of these letters for a period of over a year and I find that no mention is made of competition, rates, demand, supply etc of this commodity. There seems to be something wrong with Messrs. Bush & Co. They are both our distillers and our agents. The quality of the oil may not be up to mark. Their method of sale may be defective. I believe such business is conducted in America through Jobbers. It may be that the difference in the price of oil sold to some customers and that to others is too great and that scares ~~any~~ away customers. The price to Messrs. Colgate is 3.5 dollars per lb and to others it ranges between 5 and 6 dollars. Otherwise it is difficult to see why a customer should pay more than the price at which our oil sells for any other oil when any quantity of our oil could be had there.

Messrs. G.P. Ramarau & Co. offer to guarantee a sale in U.S.A. of 50,000 lbs of our Sandalwood Oil during the first year, 55,000 lbs during the second year and 60,000 lbs during the third year, to pay cash for our Sandalwood before it is removed from the Koti, to undertake the distillation in New York, and to agree to pay a price for the wood that may be fixed taking the prevailing market conditions into consideration, e.g., the Coorg Government sold their Sandalwood by tender and got Rs 951/- for roots and Rs 851/- for Ghatbadla. The price may be fixed on that basis or we may give them some advantage so that they may be able to sell more. We have an inexhaustable quantity of Sandalwood in our ~~Factory~~ Roots which is now going to waste. It is better that we lower our prices a bit and get a larger turnover. We

used only about 1,500 tons of the wood last year. We must consume at least 2,000 tons and increase our revenue by another 5 lakhs at least. This I consider is possible if our prices are a little lower than the Madras and Coorg auction prices.

The offer of Messrs. Ramarau & Co. to buy as much quantity of wood as would give them the quantity of oil they guarantee appears to me to be quite advantageous and I recommend that it may be accepted. Messrs. Bush & Co., have not been of much help to us in pushing our sales in the U.S.A. nor do they seem to have realized their responsibility in the matter. A change I am sure will lead to better business there.

I have the honour to be,

S i r,

Your most obedient servant,

Director.

MG)

GOVERNMENT OF MYSORE

ADDRESS FOR TELEGRAMS:
SANDAL
BANGALORE
CODE USED: "BENTLEY'S"

SANDALWOOD OIL FACTORY

Bangalore, 10th January 193 6.

No. 1963
Enc. 1.

3204

DEVELOPMENT SECRETARY, TO GOVERNMENT OF MYSORE.

13/1

OFFICE OF THE SECOND MEMBER OF COUNCIL.
11 JAN 1936
No. 295

Dear Sir,

I enclose herewith copy of the proceedings of the 38th meeting of the Sandalwood Oil Board held on Thursday the 2nd January, 1936, at 2 P.M., in the Chambers of the Second Member of Council.

Yours sincerely,

N. Madhava Rau Esq., B.A., B.L.,
Second Member of Council,
Bangalore.

Proceedings of the meeting of the Sandalwood Oil Board held in the Chambers of the Second Member of Council, Public Offices, Bangalore, at 2 P.M., on 2nd January, 1936.

Present:

1. N. Madhava Rau Esq., B.A., B.L.,
   Second Member of Council,
   (Chairman, Sandal Oil Board).
2. S. Shamanna Esq., B.A.,
   Financial Secretary to Government, Bangalore.
3. M. Machaya Esq., B.A., (Oxon).,
   Chief Conservator of Forests in Mysore, Bangalore.
4. M. Venkatanaranappa Esq., B.A.,
   Secretary to Government, Development Department.
5. S. Abdul Wajid Esq., B.A.,
   Director of Sandalwood Oil Factory in Mysore, Bangalore.

---

1. The proceedings of the last meeting were read.

Action taken about finding out the reason for the large quantities of Sandalwood imported into America was briefly explained. Our letter in this connection to the Trade Commissioner and the reply of Messrs. Bush & Co., were read. Proceedings were recorded with the observation that action may be taken to find out the parties to whom the wood had been consigned.

2. Statement of business done during the months of July to October, 1935.

Recorded with the observation that the Statement may be prepared and sent before the meeting takes place.

3. Question of renewal of New York Agency.

It was resolved to find out if better terms than those now in force could be obtained either from Messrs. Bush & Co. or from any firm of chemists and distillers of equal or higher standing established in the U.S.A., for the distillation of wood

and sale of oil. The exact terms of the letter to be written to the Trade Commissioner in this connection will be settled under the instructions of Government.

4. Question of selling wood in certain areas.

The trade position in the different areas was reviewed. It was resolved that as the new agency at Japan had been recently established, no action was necessary there. The sales in England were improving and the situation may be watched. The possibility of selling wood in Russia may be explored. The Chief Conservator was permitted to entertain any offers for the sale of wood in Australia and China and any part of Africa.

"Copy"

Director,
Sandalwood Oil Factory.

S.O.F. ~~52-35~~ 45-35

GOVERNMENT OF MYSORE

13

SANDALWOOD OIL FACTORY

ADDRESS FOR TELEGRAMS:
SANDAL
BANGALORE

CODE USED: "BENTLEY'S"

Bangalore, 16th January 1936

No. 203/.
Enc. 1.

3290

GEN. & REV. SECRETARIAT
20/1
DEVELOPMENT BRANCH

My dear Mr. Venkatanaranappa,

I invite your kind reference to the resolution of Sandal Oil Board passed at its meeting held on the 2nd January, 1936, regarding the question of renewal of the New York Agency. I submit herewith the draft of the letter I propose to send to the Trade Commissioner in this connection and request you to obtain orders of Government regarding its issue.

Vide letter from D.S.303 S.O.F.45-35-2 dt 28-2-36.

Yours sincerely,

M. Venkatanaranappa Esq., B.A.,
Secretary to Government,
Development Department,
Bangalore.

GOVERNMENT OF MYSORE

ADDRESS FOR TELEGRAMS:
SANDAL
BANGALORE
CODE USED: "BENTLEY'S"

SANDALWOOD OIL FACTORY

Bangalore, 16th January 193 6.

No.
Enc.

Confidential.

My dear Isvaran,

Re: Renewal of Bush's Agency.

With regard to the question of renewal of the Agency of Messrs. Bush & Co., I should be obliged if you will kindly institute enquiries and find out if better terms than those now in force could be obtained either from Messrs. Bush & Co. themselves or from any firm of Chemists and distillers of equal or higher standing ~~established~~ in the U.S.A. for the distillation of wood and the sale of oil.

I should like to know if it would not be advantageous to have the Agents separate from the distillers. One view is that the sales in America are transacted mostly through jobbers or Factors and our not doing our business through them militates against our sales. If there are distillers who could offer us better terms and agents who guarantee to tackle our business better, such terms may be considered.

Will you please let me know also if there are any reputable firms who would guarantee a sale of say about 60,000 to 65,000 lbs a year and who are prepared to buy the required quantity of wood outright at the market rates, the rate being determined more or less on the prices realised at the Madras and Coorg Sandalwood Auction Sales. I am anxious that all the requirements of Sandalwood Oil in America should, if possible, be entirely met from the wood from Mysore and the import of wood from other sources into America stopped altogether.

Yours sincerely,

T.V.A. Isvaran Esq., B.A.,
Trade Commissioner for
Mysore in London.

MG)

15 5

C. INDIAN POSTS AND TELEGRAPHS DEPARTMENT 0

NOTICE.

This form must accompany any inquiry made respecting this Telegram.

Charges to pay.

Rs.	As.

Office Stamp.

Handed in at (Office of Origin).	Date.	Hour.	(Minute.	Service Instructions.	Words.
184	17			Ord. 10	26

Recd. here at 6 H. — M.

TO

Sender Bangalore

Bush Kukile Iggap Dodge oleot
Amjan naohe ujzas Gifob
ahboj Hunam mzerz ukizat
Kuefl Byuyh Ahboj ERmin Muykt
Pulgar olfzo ihjol Emy.sof=

N.B.—The name of the Sender, if telegraphed, is written after the text.

Atul Chand & Sons, Printers, Calcutta—No. 249 (3-44)—2-7-35—1,00,000 Blks.

Sahib
Decoded as on the accompanying sheet
10/11/26

(Decode)

Bush	..	Bush
kukib	..	New York
Ijgap	..	inform
Dodge	..	Dodge
Olcot	..	Olcot
amjar	..	approached
nabhe	..	to offer
ujzas	..	terms
gifob	..	for
ahboj	..	agency
hunam	..	I am
uzerz	..	unaware of
ükzor	..	these
kueft	..	negotiations
Bywyh	..	change in (of)
ahboj	..	agency
ekmin	..	detrimental to our interests
Muykt	..	obtain
pulga	..	sanction
olfzo	..	my proposal
Uhjol	..	Telegraph reply
Mysof	..	Trade Commissioner

18/2/36.

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat

Dated, Bangalore, 19-2-1936

No. D. 5097

By Airmail

From

The *Secretary to the Government of His Highness the Maharaja of Mysore, Development Department.*

To

The Trade Commissioner for Mysore
in London.

Sir,

I am directed to acknowledge the receipt of your Cablegram dated the 17th February 1936 enquiring about the alleged offer of agency for distillation and sale of sandal oil in New York to Messrs. Dodge and Olcott, and to state that Government have not approached any firm in this connection. Messrs. Dodge and Olcott seem to have made some enquiries but you may be certain that nonx decision will be reached without full consideration and consulting you. The Director of Sandal Oil Factory has this day been instructed to cable to you as follows:-

"Government have not ppproached any firm stop decision will be taken only after consulting you stop letter follows".

I have the honour to be,

S i r,

Your most obedient servant,

Secretary to Government,
Development Department.

Memo No.D. 5098 dy 19.2.36.

Copy of above is forwarded, with compliments, to the Director of Sandal Oil Factory, for information.

By Order,

Secretary to Government,
Development Department.

Air mail

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat

Dated, Bangalore, 18th February 1936.

No.

From

The *Secretary to the Government of His Highness the Maharaja of Mysore, Development Department.*

To

The Trade Commissioner
for Mysore, in London.

Sir,

I am directed to acknowledge the receipt of your Cablegram dated 17th February 1936 enquiring about the alleged offer of agency for distillation of and sale of sandal oil in New York to Messrs. Dodge and Olcott, ~~I am directed~~ to state that Government have not approached any firm in this connection. The Director of Sandal Oil Factory has this day been instructed to cable to you as follows:-

" Government have not approached any firm stop decision will be taken only after consulting you stop letter follows"

I have the honor to be,
Sir,
Your most obedient servant,

Secretary to Government
Development Department.

Myerscough.
London.

Grant have not approached any firm stop Decision will be taken only after consulting you. stop Letter follows.

Dewar.

MEL
18/2/36.

GOVERNMENT OF MYSORE

ADDRESS FOR TELEGRAMS: SANDAL BANGALORE
CODE USED: "BENTLEY'S"

SANDALWOOD OIL FACTORY

Bangalore, 19th February 1936

No. 2399.
Enc.

My dear Mr. Venkatanaranappa,

I have sent the following cable yesterday to the Trade Commissioner:

GOVERNMENT HAVE NOT APPROACHED ANY FIRM STOP DECISION WILL BE TAKEN ONLY AFTER CONSULTING YOU STOP LETTER FOLLOWS.

I may kindly be informed as to whether the letter mentioned would be sent by Government or I may write it.

Yours sincerely,

M. Venkatanaranappa Esq., B.A.,
Secretary to Government,
Development Department,
Bangalore.

MG)

D.5303. S.O.T.45-35-2

Gen: & Rev: Sectt. 20

Dated, Bangalore, 25th Feby. 1936.

My dear Mr. Isvaran,

It is understood from the Director of Industries and Commerce that you have recommended that the existing arrangements with Messrs. ~~Best~~ Bush & Co., for the distillation and sale of Sandal Oil may be ~~entered~~ Continued for a further period of five years.

2. Government have been as you are aware reviewing the sale of Mysore Sandal-wood Oil in America. They find that in recent years, the demand for sandal-wood oil in America is to some extent met by the distillation of non-Mysore wood and during ~~the~~ last year ~~a fairly large quantity of~~ even ~~this~~ oil has been sent to America ~~for~~ from India as will be seen from the following extract (~~from~~ page 116 of the Review of the Trade of India in 1934-35):-

"Exports of sandalwood oil increased from 73,800 lbs. to nearly 84,700 lbs; and the value of the shipments amounted to Rs.9¾ lakhs. The United Kingdom's requirements were maintained at 47,000 lbs. as in the preceding year

21

year, but shipments to Japan increased by 3,000 lbs. to 24,000 lbs. Sudan took 4,500 lbs., China 2,700 lbs., and the Straits Settlements 2,900 lbs. Shipments to the United States of America totalled nearly 1,300 lbs."

3 The Director has been requested to furnish you separately the ~~information~~ ~~collected about~~ relating to the export of Non-Mysore Sandalwood to America. On an average about 8 to 10 tons of wood of Non-Mysore origin is being exported to America every month. It is surprising that Messrs. ~~Best~~ Bush & Co., have not kept themselves in close touch with the market conditions.

4 The terms of the agreement entered into with them have been unvaried from the commencement but owing to the depression, the competition of Australian oil and other reasons, the net return to the --- Mysore Government has been on the decline. There has been not only a fall in the quantity sold but a very large proportion of the sales has in recent years been ~~as~~ on a ~~are~~ one large contract involving a heavy reduction in price. At the same time, the general reduction in the cost of labour and materials in America must have improved the working costs of the Agents, and Government consider that in view of all

all the circumstances, the Agents might be ~~xxxxxxxx~~ able to offer better terms for both distillation and sale in the event of their agency being extended for a further period.

5 It has been suggested to Government that it would be an advantage if the distillation and sales ~~are~~ were entrusted to two different agencies; Government would be glad to have your views on this suggestion also.

6 In this connection I am to invite reference to my letter No. 5097 dated 19th February 1936, stating that Govt. are not in negotiation with any firm for the sale of Sandal Oil in America and that no final decision will be taken as to the futher arrangements until they have heard from you.

Yours sincerely,

Draft as approved by II Member.

26-2-36

D. 5304. B. 28.2.36
Copy to Dir. S.Oil.Factory.

29/11/36

S.O.F.45-35-3.

Tel. Address:—"Sandal Bangalore"

SANDALWOOD OIL FACTORY,

Bangalore, 16th March 1936.

No. 2626/1

U354

GEN. & REV. SECTT. (INDIA) 18/3 DEVELOPMENT BRANCH

FROM

S. ABDUL WAJID, ESQ., B.A.,

DIRECTOR, SANDALWOOD OIL FACTORY IN MYSORE,

BANGALORE.

To

M. VENKATANARANAPPA ESQ., B.A.,

Secretary to Government of Mysore,

Development Department, Bangalore.

Sir,

D.3861 S.O.F.33-35-7

I have the honour to invite your kind reference to my letter No.2388 dated 18-2-36, stating that I would be making clear to the Trade Commissioner to insist that Messrs. Colgate should take delivery of their contracted quantities before the present term of Bush's Agency expires. The Trade Commissioner in his Air Mail letter dated 6th March 1936, (copy attached), states that he should have early orders of Government regarding the continuance of Bush's Agency as otherwise they cannot be allowed to distil oil for delivery after June 1936. The Trade Commissioner says that Messrs. Bush & Co. should continue distillation for deliveries from July onwards and that otherwise our whole business will collapse. Unless Messrs. Bush & Co. give us a guarantee of better business than hitherto, I am not in favour of continuing their agency or distillation by them. I propose to cable to the Trade Commissioner that Messrs. Bush & Co. can continue only after the terms are settled. I request you to kindly obtain sanction of Government for this.

I have the honour to be,
Sir,
Your most obedient servant,

Action taken -
Note Cable of 17/3/36
and Memo No. dt 5/7/12.

MG) S.O.F. 45-35-4 of 1936.

Director.

Copy of Trade Commissioner's Air Mail letter dated 6th March 1936, to the Director, Sandalwood Oil Factory.

I regret it was not possible to send you the monthly accounts for February by yesterday's sea mail. These will be sent next week.

As regards the Dodge & Olcott question, I had another interview with Mr. James Bush, the Chairman of the Company, this week, and he informed me that Mr. Dodge had advised his New York Manager that the invitation to quote for the Sandalwood Oil agency in America had reached him from the "source", but Mr. Dodge had not disclosed anything more. I have to-day received a cablegram from New York saying that "the source" had disclosed to Dodge the details of our contract with Colgate and that the price had, in consequence, been broadcast in America. The result of this is, that Mr. Webb fears our business will be considerably upset.

I am still awaiting Government sanction for the renewal of the agency with W.J. Bush & Co. I feel confident that the whole business will be seriously jeopardised if we attempt to make a change now. You will appreciate that W.J. Bush & Co., must know immediately, as otherwise they have no authority to continue distillation of oil unless they know they can deliver after the end of June 1936. This is most important and I shall have to take the initiative, unless I hear from you at once, and authorise them to continue distillation for deliveries in July onwards; otherwise our whole business will collapse.

I can only conclude that it is Government's intention to renew the contract, since I have received a cablegram to-day from you saying that the further shipment of 50 tons has gone forward on the "City of Cairo". With the previous shipments, this "City of Cairo" shipment will not be taken up for distillation until June or July.

I regret to inform you that Duclos has fallen out with Laserson and the latter declines to book a contract with Duclos for his requirements in France. I have, therefore, agreed to supply Laserson for such quantities as he required in France, by delivering to his London Office at the Paris rate less Customs and transport charges.

Matters have reached such a stage with Duclos that I propose to go to Paris towards the end of this month and settle the question once for all. From there I propose to go to Barcelona, since our Agents in that country have been most disappointing in regard to the sales in Spain.

"Copy"

Director,
Sandalwood Oil Factory.

M[illegible]507

Lawson.

Your letter dated 6th to Samsal Bureau maybe assumed agency will. Documents
also continue subject to receipt of letters by ~~Bureau~~ agency. Stop Villa letter dated
Duncan verbally treated as sole agent France. ~~Exclusive~~ Necessary ~~stop~~
your proposed Lawson circulars ~~relating directly in France~~

Deirdre

Enquiries to continue business relationship. ~~Agency~~ should not allow Lawson or Mrs to make offers ~~with them understanding~~ do business in France

S.O.R. 6823874

25

CABLEGRAM

MYSOF

LONDON

YOUR LETTER DATED 6th TO SANDAL RE BUSH AWAITING YOUR REPLY TO MY LETTER 28th FEBRUARY GOVERNMENT WILLING TO CONTINUE AGENCY SUBJECT TO DISCUSSION OF TERMS stop DUCLOS VIRTUALLY TREATED AS SOLE AGENT FRANCE ESSENTIAL TO CONTINUE SAME RELATIONSHIP stop YOU SHOULD NOT ALLOW LASERSON OR OTHERS TO DO BUSINESS IN FRANCE INDEPENDENTLY

DEVSEC

No. D 5712/8 19.3.36.

Copy to the Director, Sandalwood Oil Factory in Mysore, with compliments, with copy of letter No. D-5705 dt 17.3.36 by Mr. Iswaran.

By

D Lees.

V. A. ISVARAN
TRADE COMMISSIONER
FOR MYSORE

Telephone: Whitehall 8888.
Telegrams: Mysor, Rand, London.

GRAND BUILDINGS
TRAFALGAR SQUARE,
LONDON, W.C.2

Please Quote Ref. TC/S...

20th March, 1936.

BY AIR MAIL

31 MAR 1936
DEVELOPMENT DEPT.

The Secretary to the Government of
H.H. the Maharaja of Mysore,
Development Department,
BANGALORE.

Dear Sir,

I received your cablegram of the 17th inst. in which you referred to your letter of the 28th February.

2 In that letter you mention that the terms of the Bush agreement have been unvaried from the commencement, but the return to the Mysore Government has been on the decline. You also mention that not only has there been a fall in the quantity of oil sold, but that a large proportion of the sales has been on one large contract at a low price. A further statement you make relates to the general reduction in the cost of labour and material in America, which should result in lower working costs.

3 I have studied this question with great care and have recently had two long interviews with the Chairman of the Company, Mr. James Buan. In the first place, it is hardly correct to say that there has been a fall in the quantity of oil sold since the agreement first came into force. I enclose a copy of Mr. James Bush's letter dated the 19th March, in which you will see he gives th quantities of oil sold during the five calendar years, 1931/1935. These figures, which are approximate, have been checked from the books maintained in this office, and are correct. It

would perhaps have been better had the figures been given for the Mysore financial year, instead of for the American calendar year. However, this is of no consequence. The sales show an increase year by year from 1932. As regards the sale value, there has certainly been a considerable drop betwee 1931 and 1935 due almost wholly to the low rate given to Colgate.

4 You will note the remarks of Mr. James Bush that the cost of labour and materials is on the upward grade in America and not on the downward grad This Company has gone to the expense of a new boiler a water reservoir and a new pump, and it is a fact that they are now faced with increased taxes, both Federal and Municipal, in order to pay the dole for the eleven million unemployed in America. A further source of expense to a Company like Bush is that the hours of employment are fixed by the Federal Governmen and the employer cannot get as much out of his employe as he would if he were given a free hand.

5 After my long discussion with Mr. James Bush, I am completely satisfied that he has stated his cas perrectly fairly and I recommend that the terms offered may be accepted

6 It is suggested that instead of a Surety Bond with an Insurance Co. we may accept the guarantee of W.J. Bush & Co. Ltd. which would release $1100. which they are willing to set off against distillation fees A reduction in the selling commission on the Colgate business is also suggested, from 3% to 2½%, that is, 16%, which is a liberal allowance.

7 I have no hesitation, therefore, in recommending the extension of their contract for a period of five years on these terms, and I shall look forward to receiving Government approval to this suggestion so that I can authorise Bush to continue distillation in order that they may have oil in stock for deliveries on the 1st July. This point is one of great importance since under the present conditions they have no authority to distil oil except such quantity as can be delivered

Development Secretary. 20th March, 1936.

by the end of June. If we have no stocks on the 1st July we shall be in a very serious position - hence my particular request that you will cable your instructions to extend the contract.

There is a further rerérence in your letter under reply to the effect that it is surprising that Bush & Co. have not kept themselves in close touch with the market conditions in regard to the export of Sandalwood to America. Bush & Co. are perfectly aware of the facts you mention, but they are not in a position to prevent firms in America importing small quantities of wood. The average you point out is from 8/10 tons a month, say, 100 tons a year. This quantity, of course, would account for 10,000 lbs. of oil, which represents nearly 20% of our total annual sales. I agree that this quantity is more than a nuisance factor in the market and may disturb the market in the event of any other distilling firm being able to distil and sell at a price lower than ours. I cannot help feeling, however, that other distilling firms are not so well placed for economical distillation as W.J. Bush and are not likely to be able to offer their oil at a lower price. I will, however, look into this matter when I go to America next month and report to you in full.

The Director of the Sandalwood Oil Factory, some few weeks ago, made a suggestion that the American contract should be divided up into two parts, one for distillation and one for sales. I cannot recommend this and believe it would end in disaster, which must be obvious to you.

Yours faithfully,

Trade Commissioner for
Mysore, in London.

COPY.

W. J. BUSH & CO., Limited.

Ash Grove,

Hackney,

LONDON.

19th March, 1936.

Ref. HMB/VM.

T. V. A. Isvaran, Esq.,
The Trade Commissioner for Mysore in London,
Grand Buildings, Trafalgar Square, W.C.2.

Dear Mr. Isvaran,

In compliance with your request at our interview yesterday, at which Mr. Rice was present, I confirm in writing the views I expressed in respect to the points raised by the Mysore Government set forth in your letter of the 12th instant.

I have no knowledge of the quantity of non-Mysore Wood which has been imported into the United States but from quotations we have received in London I estimate that oil could be produced at a price equal or slightly below the official price of the Mysore Government Oil. The competition of West Australian Oil is undoubtedly an important factor in the situation and has led to a reduction in prices. It is not surprising therefore that the nett return to the Government has been on the decline. Our statistics however do not confirm the Government's statement that there has been a slight fall in the quantity sold. Our figures are as follows:-

SALES OF OIL:-		
	1931	35,000 lbs.
	1932	32,000
	1933	46,000
	1934	49,000
	1935	50,000

The sales value show a decline

1931	$258,466
1932	$168,733
1933	$200,700
1934	$208,166
1935	$212,466

The reletive proportion of sales made to the Colgate-Palmolive Company during the period of the contract shows an increase of about 5%.

30

The statement with regard to the general reduction in the cost of labour and materials in America is not in accordance with our experience. During the existence of the N.R.A. Code, labour costs and materials increased considerably. To what extent they have fallen since this Act was declared unconstitutional, we do not yet know. To meet the situation we incurred considerable capital expenditure to reduce our costs. We purchased a new Boiler, built a water reservoir to collect the water from a brook which passes through our property and a new pump. We can quite understand and sympathize with the Government's desire to cut down expenses. We therefore make the following proposals:-

(1) That T. J. Bush & Co. Ltd., give a Guarantee to the Mysore Government instead of taking out a Surety Bond with an Insurance Co. This will save a premium of $1100 per annum. This sum we propose to give to the Mysore Government to set-off against distillation fees payable

(2) To reduce the selling commission on Colgate business from 3% to 2½%

With regard to the last paragraph of your letter in respect to sales of oil in certain European countries, it was decided to leave the matter in abeyance until the return of our Representative to London who travels the countries mentioned. His return is expected in about a week or 10 days time.

With kind regards,

Yours sincerely,

(Signed) J. M. BUSH.

Copy

D.O. No D 6382 /S-07-45-356

31

To

The Trade Commissioner for Mysore in
London.

Dear Sir,

With reference to your letter No. T.C./S dated 20th March 1936 submitting your remarks regarding the continuance of the Agency of Messrs. Bush & Co., for distillation and sale of sandalwood oil, I am desired to state that you are authorised to continue the agency arrangements with Messrs. Bush & Co., for a further term of two years. The sales commission on large orders placed by Messrs. Colgate may be reduced to 2½ per cent. The firm's offer to substitute their own guarantee for the surety bond of ~~the~~ an Insurance Company cannot be accepted. Before concluding the contract as above you may visit America and conduct necessary local enquiries with a view to satisfy yourself that no better alternative is possible and that Messrs. Bush & Co., will exercise the utmost vigilance and see that our oil is taken if possible by persons who are looking to other sources for their supply.

In this connection I may say that no reference has been made either in your letter or that of Messrs. Bush & Co., to the import of 1,300 lbs ~~for~~ of sandal oil ~~imxxxt~~ into America in spite of the 25% duty. It is not clear how it has been

p.t.o.

reference in No. D. 5-3 dated 28th Feb. 1936.
B.

S.O.F. 45-35-2

been possible to sell so much imported oil in the face of the heavy duty as against our oil ~~with his~~ which is distilled locally. A full and clear report may be submitted early.

Yours sincerely,

MM.

qm 24/4/36.

D 6383

Copy to Director of Sandal Oil Factory.

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat 33

Bangalore, Dated, 25-4-36

D. O. No. O. D 6389

Dear Sir,

With reference to your letter No.T.C./S. dated 20th March 1936 submitting your remarks regarding the continuance of the Agency of Messrs Bush and Co., for distillation and sale of sandalwood oil, I am desired to state that you are authorised to continue the agency arrangements with Messrs Bush and Co., for a further term of two years. The sales commission on large orders placed by Messrs Colgate may be reduced to 2½ per cent. The firm's offer to substitute their own guarantee for the surety bond of an Insurance Company cannot be accepted. Before concluding the contract as above, you may visit America and conduct necessary local enquiries with a view to satisfy yourself that no better alternative is possible and that Messrs Bush and Co., will exercise the utmost vigilance and see that our oil is taken, if possible, by persons who are looking to other sources for their supply.

In this connection, I may say that no reference has been made either in your letter or that of Messrs Bush and Co., to the import of 1,300 lbs. of sandal oil into America in spite of the 25% duty referred to in my letter No.D.5303/S.O.F.45-35-2 dated 28th February 1936. It is not clear how it has been possible to sell so much imported oil in the face of the heavy duty as against our oil which is distilled locally. A full and clear report may be submitted early.

Yours sincerely,

Sd. M. Venkatanaranappa

T. V. A. Isvaran, Esq., B.A.,
Trade Commissioner for Mysore in London,
Grand Buildings, Trafalgar Square,
LONDON W.C.2

P.T.O.

psk-3

Memo No. D 6383

Dated, Bangalore, the 23rd April 1936.

Copy of the foregoing is forwarded, with compliments, to the Director of Sandalwood Oil Factory in Mysore, Bangalore.

By Order,

for Secretary to Government,
Development Department.

S.O.F. 45-35-7

T. V. A. ISVARAN
TRADE COMMISSIONER FOR MYSORE

Telephone: Whitehall 8888.
Telegrams: Mysof, Rand, London

GRAND BUILDINGS,
TRAFALGAR SQUARE,
LONDON, W.C.2

Please Quote Ref. TC/S.

1st September, 1936.

2357.

The Secretary to the Government of
H.H. the Maharaja of Mysore,
Development Department,
BANGALORE.

21 SEP. 1936
DEVELOPMENT BRANCH

Dear Sir,

In reply to your D.O. letter No. D.6382/ S.O.F. 45-35-6, dated 25th April, 1936, asking for information as to how it has been possible to import 1300 lbs. Sandalwood Oil into America in spite of the 25% duty, I write to state that I had reserved this subject for local enquiry during the time of my stay in New York. Owing to the visit of H.H. the Maharaja, I had to postpone my going to America till now.

However, I have gathered information which goes to show that the quantity of 1300 lbs. of Madras Sandalwood Oil was imported by Messrs. Magnus, Mabee & Reynard. This firm was buying oil from us, but the payments were not prompt or punctual. Also it is well known that the policy of this firm is to sell diluted oil, and the duty of 25%, therefore, does not seem to affect its cost. Messrs. Bush & Co. inform me that during this calendar year they have gone after their business and have already sold them in excess of the quantity they previously imported.

Yours faithfully,

Trade Commissioner for
Mysore in London.

3 - OCT. 1936
DEVELOPMENT BRANCH

T. V. A. ISVARAN
TRADE COMMISSIONER
FOR MYSORE

Telephone: Whitehall 8888.
Telegrams: Mysof, Rand, London.

GRAND BUILDINGS,
TRAFALGAR SQUARE,
LONDON, W.C.2

Please Quote Ref.....TC./S.....

6th October, 1936.

2237
26 OCT. 1936
DEVELOPMENT BRANCH

The Secretary to the Government of
H.H. the Maharaja of Mysore,
Development Department,
BANGALORE.

Dear Sir,

Replying to your letter No. D.2033/ SOF.45-35, dated the 15th September, in regard to the import of 1300 lbs. of non-Mysore Sandalwood Oil to America, I would refer you to my letter on this subject dated the 1st September, in which I advised you that I would look into this matter when I visited New York.

In that letter I also gave you what information was available and I will pursue the matter further, since I am leaving for New York on the 18th of this month.

Yours faithfully,

Trade Commissioner for
Mysore in London.

S.&F. 45-35-8 98/11

T. V. A. ISVARAN
TRADE COMMISSIONER
FOR MYSORE

Telephone: Whitehall 8888
Telegrams: Mysoft, Rand, London
Please Quote Ref. TC/S.

GRAND BUILDINGS,
TRAFALGAR SQUARE,
LONDON, W.C.2

GOVERNMENT OF MYSORE

30 NOV 1936
DEVELOPMENT BRANCH

20th November, 1936.

BY AIR MAIL

V.C.T. (Imp.)

The Secretary to the Government of Mysore,
Development Department,
BANGALORE.

Dear Sir,

With reference to your letter No.D.7938 dated the 30th June, and to my reply dated the 6th October, regarding the importation of 1300 lbs. Sandalwood Oil to America in spite of the heavy duty, I write to state that as already advised to you, Messrs. Magnus Mabee & Reynard bought this quantity from the distillers at Kuppam who sold the oil, duty paid, at a lower rate than Mysore with a view to get a footing in the American market.

Magnus Mabee & Reynard always buy on price and they adulterate the genuine East Indian Sandalwood Oil with Benzyl Alcohol, Cedarwood Oil and possibly also West Australian and resell it. I understand from confidential enquiries made that Messrs. Magnus have been giving hopes to the Kuppam distillers that they would try to introduce their oil in the American market more and more.

During my stay there I called on Mr. Percy Magnus and discussed the whole question. He buys Mysore Oil whenever he cannot get Kuppam, but complained that our price was very high. He has, however, now agreed to take 2000 lbs. of our oil. I have given him a slightly lower price in this instance and for the time being I think he will not buy Kuppam or any other oil so long as we can give it to him at a slightly reduced price.

Yours faithfully,

Trade Commissioner for
Mysore in London.

T. V. A. ISVARAN
TRADE COMMISSIONER
FOR MYSORE

Telephone: Whitehall 8888
Telegrams: Mysof, Rand, London.
Please Quote Ref. TC/S.

GRAND BUILDINGS,
TRAFALGAR SQUARE,
LONDON, W.C.2

24th November, 1936.

BY AIR MAIL

The Secretary to the Government of
H.H. the Maharaja of Mysore,
Development Department,
BANGALORE.

MYSORE
4 DEC 1936
DEVELOPMENT BRANCH

Dear Sir,

With reference to your D.O. letter No. D.6382, dated the 25th April, 1936, intimating that I am authorised to continue the agency arrangements with Messrs. Bush & Co. for a further term of two years on certain conditions, I write to state that, as desired in your letter under reference, I examined the question whether there was a better alternative than that proposed by Messrs. Bush & Co. with regard to doing away with the necessity of a Surety Bond and the payment of a premium therefor. I find that there is no other way in which any better terms could be obtained from Messrs. Bush & Co. both with regard to distillation and sales.

In my original recommendation I suggested that the agency may be continued for a further period of five years commencing from July last. The period of two years, of which already nearly six months have elapsed, is considered to be too short for persuing a continuous sales policy with the requisite efficiency and equanimity. Messrs Bush & Co. maintain thirteen salesmen covering the whole territory in the States and I have seen some of them in New York, Detroit, Indianapolis and Chicago. They appear to be a very efficient set of men who thoroughly understand their work and identify themselves with the sale of our oil. They maintain friendly relations with the first class dealers in the States like Fritzsche Bros. and Ungerer & Co.

Messrs. Bush & Co's. extensive relationship with these dealers in the sale of other Essential Oil products helps very largely to popularise Mysore Oil as well.

I, therefore, find it necessary to submit for the consideration of Government the point regarding the importance of putting a reasonable though necessary limit for the representation of our interests in the States. It is not an unreasonably long period to extend the contract for five years as an absolute minimum. This period would ensure a feeling of stability in the minds of the agents and would encourage any necessary outlay of expenditure both with regard to the maintenance of the plant and also with regard to the maintenance of the efficiency of the staff itself.

I may be permitted to bring to the notice of Government that during the period of five years which has now expired, it stands to the credit of our distillers that there has not been a single instance in which either the quality of the oil or its delivery terms to the buyers has been the subject of complaint. It has also to be stressed that a contract lasting for a longer period makes continuous contact of the agents with all the consumers much more easy to maintain.

I, therefore, recommend that Government may be pleased to re-consider the question and sanction the agency of representation both for distillation and sales for five years.

Yours faithfully,

Trade Commissioner for
Mysore in London.

Appendix F G—1]

SUBJECT.....

.....

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Section S.O.7.

File No. 45.35.

Serial No. 10

Diary No. of letter replied to.....

No. D 4478

To

The Resident Commissioner

for Mysore in London.

General and Revenue Secretariat

( )

the *193* .

Sir,

Date of issue 16-1-1937

With refce. to the Correspondence ending with your letter No. T.C./S.O. 24-11-1936 recommending sanction to the continuance of the Agency of Messrs Buist for both for distillation and sale of gs. oil for years from 14th July 1936. I am directed to convey the approval of Govt. to your recommendation however

Signed by Mr. K. Subba Rao

I am to add that provision may be made in the agreement with the Agents for the termination of the Agency on six months'

List of enclosures.....

Copied by .....

Examined by.....

notice by either party.

Other than agreements-mon

41

Kindly be furnished 5 prints

and two transparencies for record.

9 herewith

MW.

D 4479, D 4480

by 5 days.

Chris Cross S.D.F. and Comp

Box

MW.

by 5 days

B. 1137

GOVERNMENT OF HIS HIGHNESS THE MAHARAJA OF MYSORE

General and Revenue Secretariat

No. D 4478/S.O.7. 45-35-10. *Bangalore, Dated,* 16th January 1937.

From

The *Secretary to the Government of His Highness the Maharaja of Mysore, Development Department.*

To

The Trade Commissioner for Mysore in London,

London.

Sir,

With reference to the correspondence ending with your letter No. T.C./S. dated 24th November 1936 recommending sanction to the continuance of the agency of Messrs. Bush & Co. both for distillation and sale of sandal oil for five years from 14th July 1936, I am directed to convey the approval of Government to your recommendation. I am to add however that provision may be made in the agreement with the agents for the termination of the agency on six-months' notice by either party.

Copies of the agreements may kindly be furnished to Government and the Comptroller for record.

I have the honour to be,
Sir,
Your most obedient servant,
(Signed) M. Venkatanaranappa.

Secretary to Government,
Development Department.

Memo No. D.4479—80

Bangalore, 16th January 1937.

Copy of the above is forwarded with compliment's to the Director of Sandal Oil Factory and Comptroller & Govt.

By Order,

for Secretary to Government,
Development Department.

V. A. ISVARAN
TRADE COMMISSIONER

Telephone: Whitehall 8888.
Telegrams: Mysof, Rand, London.

Please Quote Ref. TC/S

GRAND BUILDINGS,
TRAFALGAR SQUARE,
LONDON, W.C.2.

14 APR. 1937
5691
DEVELOPMENT BRANCH

2nd April, 1937.

43

BY AIR MAIL

The Secretary to the Government of
H.H. the Maharaja of Mysore,
Development Department,
BANGALORE.

S.O:F.45-35-12

Dear Sir,

With reference to your letter No. D.4478-SOF-45-35-10, dated the 16th January, 1937, communicating the approval of Government to my recommendation for the continuance of the agency of Messrs. Bush & Co. for distillation and sale of Sandalwood Oil for five years from the 14th July 1936, and adding that provision may be made in the agreement for the termination of the agency on six months' notice by either party, I write to state that Messrs. Bush & Co. on being informed that this new clause should be inserted, have stated that the question of a six months' notice was raised also when the agreement was originally devised, and when it was pointed out that it contradicted the clause fixing the agreement for a specific number of years, Government were pleased to order the omission of this clause.

S.O.F. 20-32 (1-4).

They have, therefore, urged that this new clause may be ordered to be omitted. In this connection I may be permitted to refer to clause 17 of the agreement, which reads: "The Government shall, notwithstanding any provision to the contrary, have the power to terminate the agency in case the Company goes into liquidation or becomes bankrupt or goes into the hands of a Receiver, or when there is any material change in the management, ownership or policies of the Company which is not approved by the Government". This provides the necessary safeguard with regard to notice contemplated under the new clause.

Development Secretary: 2nd April, 1937.

In view of this, I, therefore, recommend that the terms of the agreement as originally contemplated may be allowed to stand.

Yours faithfully,

Trade Commissioner.

Appendix F G—1]

45

SUBJECT .....

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.....

Section S.O.4.

File No. 45-35

Serial No. 14

Diary No. of letter replied to.....

No. D7426

To

The Trade Commr.

S.i.s.

With refce. to your letter no T.C./S.82.6.37 stating that messrs Keen Mackay Ltd have terminated the Agency on six months' notice on either side be omitted, and recommending that the terms of the agreement as originally contemplated may be allowed to stand, I am directed to convey the Govt's approval of your recommendations.

D7427-28

I have &c
30/6/37
for Secy
Commercial Intelligence

Copies to Comptr. vide Continuation of D6479-500 of 16.1.37.

General and Revenue Secretariat

( )

the 193

Date of issue 4-5-37

Signed by M.V.K. Subba Rao

List of enclosures.....

Copied by .....

Examined by.....

WD 0521—GPB—30,000—12-3-37

Secy

S.O.F. 45-35-10

Tel. Address: "Sandal", Bangalore.

GOVT. SECRETARIAT
9 SEP. 1937
DEVELOPMENT BRANCH

Office of the Director,
SANDALWOOD OIL FACTORY,
~~Bangalore~~ Mysore, 4th September 1937.

No. 308 2 CSP 37 MYS

1361 46

FROM

S.G. Sastry, Esq., B.A., M.Sc., (Lond.), F.C.S.,

Director, Sandalwood Oil Factory,

~~Bangalore~~ Mysore.

To

M. Venkatanaranappa, Esq., B.A.,

Development Secretary to Government,

Bangalore.

Sir,

Refce.- Your letter No.D.4478/S.O.F. 45-35-10
dated 16.1.1937.

I have the honour to forward herewith copies of distillation and selling agreements entered into with Messrs. W.J. Bush & Co. of New York. The original of the sales agreement and the duplicate copy of the distilling agreement, as received from the Trade Commissioner for Mysore in London with his letter of 11th August 1937, have been forwarded to the Comptroller for safe custody.

I have the honour to be,

Sir,

Your most obedient servant,

Director.

atk)

DISTILLING AGREEMENT.

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An Agreement made this 13th day of July 1936 between the Director of the Sandalwood Oil Factories in Mysore, Bangalore, (hereinafter called the "Director"), acting for and on behalf of the Government of His Highness the Maharaja of Mysore (here-inafter called the "Government") of the one part, and W.J. Bush & Co. Inc., a corporation organized and existing under the laws of the State of New York, Manufacturing Chemists with - principal Office in New York City, U.S.A., (Hereinafter called the "Company") of the other part.

Whereby it is agreed as follows:-

1. The Director will supply to the Company sandalwood for distillation, and the Company will distil, upon the terms and conditions hereinafter provided, all such sandalwood supplied to it by the Director.

2. The quantity of sandalwood to be distilled will be in the discretion of the Director, but will be limited to a maximum of 750 tons of 2,000 lbs. each, per year, provided however that a larger quantity of sandalwood shall be distilled if the Director gives reasonable notice to the Company in order to enable the Company to instal the necessary additional equip-ment.

3. Sandalwood shall be despatched by the Director, all - charges paid, including freight and insurance, to the Port of New York. The wood shall be cleared ex quay by the Company and shall be weighed on landing by a Public Weigher approved by the Director and the certified weight, which will be duly reported to the Director, shall be accepted by both parties. In the event of it becoming necessary for the Government to - make claims under cover of insurance policy, the Company shall render all practicable assistance to enable the Government to obtain settlement. The cost of clearing, weighing and trans-portation of the wood to the Company's

Factory shall be borne by the Company. Pending distillation of the sandalwood it shall be properly stored to prevent - damage by the weather, no charge being made for such storage. The bags in which the wood is received shall be sold and the sale proceeds paid into the Mysore Government Bank account.

4. The Company will guarantee that the quality of the oil obtained from the distillation of wood will comply with the requirements of the U.S.A. and British Pharmacopoeias, and that it shall be pure and unadulterated.

5. The Company guarantees thatit will give reasonable yields from the wood distilled.

6. The Director will be at liberty to arrange for samples of the wood and oil being drawn from time to time and sent for examination to an independent chemist in the City of New York appointed by him with a view to verifying the yields and the quality of the oil, or for any other special purpose. The Chemist's fees, including sampling charges up to a total of six hundred dollars ($.600) per year shall be borne by the Company.

7. The Company shall, at its own expense, pack the oil in strong wooden cases, serially numbered, each containing four tins also serially numbered, each tin holding twenty-five (25) pounds of oil and shall impress on each tin the Government - seal approved by the Director. The Company is permitted to pack in drums at its own expense if specially requested to do so by customers provided always that suitable identification numbers are maintained. Deliveries to customers shall be made only in such sealed tins free of charge on rails at the Linden (N.J.) Railway Station, or at any point in New York City or Jersey City. The Company shall be responsible for all leakages during transit due to bad packing.

8- The entire stock of wood and oil, including wood and oil in transit, up to a maximum value of one hundred and twenty

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thousand dollars ($.120,000) shall be insured for the benefit of the Government against losses from all causes whatsoever at the expense of the Company.

9. The Company shall regularly maintain correct records and accounts of sandalwood received by it, oil obtained by distillation, deliveries made, and the balances of wood and oil in such form and in such detail as may be prescribed by the Director. The said records and accounts shall be subject to audit by the Auditors appointed by Government whenever Government shall deem such audit necessary, and shall, at all reasonable times be open to inspection by the Director or by the Trade Commissioner for Mysore in London or by any person authorised by either of these Officers in this behalf, during the term of the contract, and for a period of six months thereafter.

After completing the distillation of each consignment of Wood or at such other intervals as the Director may require, the Company shall furnish the Director and the Trade Commissioner for Mysore in London, reports showing the quantities of Wood - received and distilled, the quantity of resulting oil, the deliveries made, and any other particulars that may be desired.

10. During the period this Agreement is in force the Company shall not distil any Sandalwood other than that furnished by Government; and the Director on his part shall not send sandalwood for distillation to any other manufacturers in the United States, except for the purpose specified in clause 6.

11. The Company shall, at its own expense furnish to the - Government, the Bond of a Surety Company approved by the Director, guaranteeing the payment to the Government of any and all loss or damage, not exceeding the total sum of sixty thousand dollars ($.60,000) which the Government may, at any time, suffer as the result of the failure of the Company duly to perform this contract

in any respect. Should the value of wood in the care of the Company be found on the average to be less than $.60,000, the amount of surety to be adjusted accordingly.

12. As remuneration for its services, the Company will receive a fee of eighty dollars ($.80) per ton of two ~~xxxx~~ thousand (2000) pounds of sandalwood distilled by the Company which fee shall cover and be inclusive of all charges and expenses whatsoever incurred in connection with the distilling of sandalwood oil in U.S.A., save only such charges as are by this agreement specially assumed by the Government. The payment of this remuneration will be made by the Trade Commissioner for Mysore in London on receipt of bills together with full particulars of the distillation of each shipment of sandalwood. The Government will pay separately the cost of audit and cables.

13. This contract shall be in force for a period of five years commencing from the 13th day of July 1936, unless sooner terminated under any of the clauses following.

14. This agency shall ipso facto determine (save in so far as the rights and remedies of the Government against the Company are concerned) upon the commission by the Company of any irregularity or fraud on the Government in connection with the business relating to this agreement or upon its failing to carry out any of the stipulations contained in this Agreement.

15. The Government shall, notwithstanding any provision to the contrary, have the power to terminate the agency in case the Company goes into liquidation, or becomes bankrupt or goes into the hands of a Receiver, or when there is a material change in the management, ownership or policies of the Company which is not approved by the Government.

16. At the expiration of the term of the Agency under Clause 13, or sooner determination thereof, under clauses:

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14 or 15 of this Agreement, the Company shall account to the Director, and deliver to him or his nominee all such Wood and Oil as may remain in its custody, together with all accounts and other records relating to the distillation of Sandalwood-Oil.

17. All questions or differences whatsoever which may at any time hereafter arise between the parties hereto touching these presents or the subject matter thereof, or arising out of or in relation thereto respectively and whether as to construction or otherwise shall first be referred to a Committee of two - persons sitting in London one to be nominated by each party. The decision of such Committee on all questions referred to them shall, if unanimous, be final and binding on both - parties hereto; but in the event of such Committee not being unanimous, the said questions with the reports of the Committee thereon, the evidence recorded before them and any further evidence that may be offered by either party shall be referred to an Umpire to be nominated by the Government of Mysore, whose decision on such questions, and as to by whom the cost of arbitration shall be borne, shall be final and conclusive as against both parties hereto; and any payment to be made in accordance with the award of the Committee or of the Umpire, as the case may be, shall be made in Bangalore.

The parties hereby agree that this clause is a submission under the Mysore Arbitration Regulation of 1917 to which all the provisions of that Regulation shall apply, as far as - applicable.

The Company hereby consents to submit itself to the - jurisdiction of the Courts in Mysore in all matters relating to this Agreement and agrees that a service of notice or - summons duly sent by Registered Post, to the address of the Company given above, shall be valid, effective and binding.

The Company hereby consents that Judgment for any amount found to be due from it by an award of the Committee --

or of the Umpire, or a Judgment by the Courts in Mysore may be entered against it in any Court, State or Federal, within the State of New York or in any other country where the Company may be doing business upon proof of the award or judgment as the case may be.

18. The interpretation of this Contract and the rights and obligations under it of the parties thereto shall be determined in accordance with the law in force in Mysore

IN WITNESS WHEREOF THE Director of Sandalwood Oil Factories in Mysore, on behalf of the Government of Mysore, has hereunto set his hand, and W.J. Bush & Co. Inc., has caused these presents to be signed by it and its corporate seal to be hereunto affixed the day and the year first above written.

THE MYSORE GOVERNMENT SANDALWOOD OIL FACTORIES

Sd/- T.V.A. Isvaran

Director.

W.J. BUSH & CO. INCORPORATED

(Seal of the Company) Sd.R.R. Webb,

Treasurer.

"C O P Y"

Director,
Sandalwood Oil Factor

Mysore/1.9.37.

atk)

SALES AGREEMENT. 53

An Agreement made this 13th day of July 1936 between the Director of the Sandalwood Oil Factories in Mysore, Bangalore (hereinafter called the "Director"), acting for and on behalf of the Government of His Highness the Maharaja of Mysore(hereinafter called the "Government") of the one part and W.J. Bush & Co. Inc., a corporation organized and existing under the laws of the State of New York, City, U.S.A. (hereinafter called "the Company") of the other part.

Whereby it is agreed as follows:--

(1) The Government hereby appoints the Company to act as its Agent for the sale of the Government Sandalwood Oil in the U.S.A. upon the terms and conditions hereinafter provided; and the Company agrees to act as such agent upon the said terms and conditions.

(2) The Sandalwood Oil shall either be distilled in New York by the Company according to the terms and conditions of the separate agreement made in this behalf or shall be supplied to the Company by the Director from India. In the latter case, the Director will pay the freight and other charges of shipment to the port of New York as well as the Customs: duty on import into U.S.A., and the Company shall arrange at its own expense to take delivery of the Oil ex quay and warehouse the same, and to duly insure the stocks against all risks.

(3) The Company shall be responsible to the Director for all the Sandalwood Oil distilled by it under this agreement, or delivered or supplied to it, and shall effect full and satisfactory insurance against losses from all causes whatsoever in respect of all Oil held in stock by them or in transit to customers.

(4)

(4) The Oil shall be sold in accordance with the instructions of the Director issued generally and with reference to particular orders and at prices which shall not be lower than the minimum to be fixed by him and communicated from time to time to the Company either by him directly or through the Trade Commissioner for Mysore in London. The Company shall always endeavour to obtain the best possible prices over and above the minimum prescribed. No Oil shall be sold except in original tin containers bearing the seal of the Mysore Government which shall be affixed at the Factory at which the oil is distilled and without being supported by a certificate of analysis from a duly appointed consulting chemist.

(5) Purchasers of Oil shall be required to pay the full price directly to the Government Bankers or their constituted agents in America, without any deduction for discount or brokerage. Credit shall not be allowed for any period exceeding ten days, except in special cases to be left at the discretion of the Company. The Government will instruct their Bankers to advise the Company of the monies paid in by the customers from time to time.

(6) The Company shall watch the recovery of all monies due from purchasers. It shall be liable for all monies due on the sales effected by it and any credit allowed to purchasers shall be at the risk of the Company, which shall not be entitled to raise any question of bad debts, but shall guarantee all purchasers' accounts.

(7) The Company shall regularly maintain correct and complete accounts and records of all oil received or manufactured by it, and of all sales, receipts, payments and other transactions concerning the same; and all books and accounts and other writings relative to the matters aforesaid shall be subject to periodical audit by auditors appointed by the Government; and the said books, accounts, etc., shall at all reasonable times, during the period of

agency and within six calendar months after the expiration or determination thereof be open to the inspection of the Director or such person as may be authorised in this behalf by the Director.

The Director or such other person shall have free and unrestrained liberty and power to copy out the same or any parts thereof at his free will and pleasure, either by himself or his clerks or agents.

(8) The Company shall submit to the Director, as well as to the Trade Commissioner for Mysore in London (in such manner as may be prescribed by the Director) true and complete accounts regularly at the end of each month of all transactions effected during such month and furnish any further information or statements in the form required by the Director or the Trade Commissioner for Mysore in London or any other person as may be authorized in this behalf by the Director. Such accounts shall, among other particulars, show the details respecting sales, the stock of Oil distilled or received, disposed of and remaining on hand, remittances received by the Government Bankers with the dates and details of contracts entered into, deliveries made against same and the amounts outstanding.

(9) In order to maintain a continuous demand for the Government Sandalwood Oil and to develop the market for it as far as possible, the Company shall in consultation with the Director and the Trade Commissioner for Mysore in London make effective arrangements for advertising the product in a suitable manner at its own cost and shall maintain a separate record of the amount expended on such advertising.

(10) The Company shall, from time to time, submit to the Director and to the Trade Commissioner for Mysore in London correct and authoritative market reports on sandalwood Oil, explaining the tendencies as regards prices and demand for the Oil.

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(11) During the term of this agreement, the Company shall not sell or deal in any sandalwood-oil other than that - supplied by or distilled for the Government, nor shall the Company sell any Sandalwood-Oil otherwise than for Government account as prescribed in this agreement. The Government will not sell or deal in any Sandalwood Oil or Wood in the United States during the term of this agreement - save through the agency of the Company.

(12) As a remuneration for its services, the Company will be paid a commission of 3 per cent. (three per cent) on the sale proceeds realised and credited to the Government, but in the case of sale proceeds realised from the transactions with Colgates a commission of 2½ per cent - (two and one half per cent) will be paid; which commission shall cover and be inclusive of all charges and expenses whatsoever incurred in connection with the sale of the - Government Sandalwood Oil in America and the realisation of the proceeds thereof save only such charges as are by this agreement specifically assumed by the Government. The Government will pay separately the cost of all audits and cables.

(13) The commission and expenses relating to any month shall be paid by the Trade Commissioner for Mysore in - London upon receipt of bills thereof and of the accounts for the month in question.

(14) The Company shall at its own expense furnish to the Government, the bond of a Surety Company approved by the Director guaranteeing the payment to the Government of any and all loss or damage, not exceeding the total sum of sixty thousand dollars ($.60,000) which the Government may at any time, and from time to time, suffer as the result of the failure of the Company duly to perform this contract in all respects. Should the value of Wood in the care of the Company be found on the average to be less than

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$.60,000 the amount of surety to be adjusted accordingly.

(15) This contract shall be in force for a period of five years commencing from the 13th day of July 1936 and expiring on July 31st, 1941, unless sooner terminated under any of the clauses following:-

(16) This agency shall ipsofacto determine (save in so far as the rights and remedies of the Government - against the Company are concerned) upon the commission by the Company of any irregularity or fraud on the Government in connection with the business relating to this - agreement or upon its failing to carry out any of the - stipulations contained in this agreement.

(17) The Government shall, notwithstanding any provision to the contrary, have the power to terminate the - agency in case the Company goes into liquidation, or - becomes bankrupt or goes into the hands of a Receiver, or when there is a material change in the management, ownership or policies of the Company which is not approved by the Government.

(18) At the expiration of the term of the agency under clause 15, or sooner determination thereof under clauses 16, 17 of this agreement, the Company shall account to the Director, and deliver to him or his nominee all - such Oil as may remain unsold in its custody, together with all contracts and documents and copies of all accounts relating to the sale of Sandalwood Oil.

(19) All questions or differences whatsoever which may at any time hereafter arise between the parties - hereto touching these presents, or the subject matter thereof, or arising out of or in relating thereto respectively, and whether as to construction or otherwise, shall first be referred to a Committee of two persons sitting in London, one to be nominated by each party.

The decision of such Committee on all questions referred to them shall, if unanimous, be final and binding on both parties hereto; but in the event of such Committee not being unanimous, the said questions, with the reports of the Committee thereon, the evidence recorded before them, and any further evidence that may be offered by either - party shall be referred to an Umpire to be nominated by the Government of Mysore, whose decision on such questions and on the question as to by whom the cost of Arbitration shall be borne, shall be final and conclusive against - both parties hereto; any payment to be made in accordance with the award of the Committee or of the Umpire, as the case may be, shall be made in Bangalore.

The parties hereby agree that this clause is a submission under the Mysore Arbitration Regulation of 1917, to which all the provisions of that Regulation shall - apply, so far as applicable.

The Company hereby consents to submit itself to the jurisdiction of the Courts in Mysore in all matters - relating to this agreement not required to be settled by arbitration: and agrees that a service of notice or summons duly sent by Registered Post to the address of the Company given above shall be valid, effective and binding.

The Company hereby consents that judgment for any amounts found to be due from it by an award of the - Committee or of the Umpire, or a Judgment by the Courts in Mysore may be entered against it in any Court, State, or Federal, within the State of New York or in any other country where the Company may be doing business upon - proof of the award or judgment as the case may be.

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The interpretation of this contract and the rights and obligations under it of the parties thereto, shall be determined in accordance with the law as in force in Mysore.

IN WITNESS WHEREOF, the Director of Sandalwood Oil Factories in Mysore, on behalf of the Government of Mysore has hereunto set his hands, and W.J. Bush & Co. Inc., has caused these presents to be signed by it and its corporate seal to be hereunder affixed the day and the year first above written.

THE MYSORE GOVERNMENT SANDALWOOD OIL FACTORIES.

Sd/- T.V.A. Iswaran,

DIRECTOR.

W.J. BUSH & CO. Inc.

Sd/- R.R. Webb,

TREASURER.

(Seal of the Company)

" C O P Y "

Director,
Sandalwood Oil Factory,
Mysore.

Mysore/1.9.37.

atk)